

**Jeffrey J. Milton**  
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**Legal**

**Hearing Officer**

Present

*Student Hearing Office*

*Office of the State Superintendent of Education*

*Government of the District of Columbia*

- Serves as an impartial due process Hearing Officer for special education in accordance with IDEA

**Special Counsel**

2008-2009

*Braintech, Inc.*

*McLean, VA*

- Supervised labor litigation in Michigan and Vancouver, Canada
- SEC filing 10K, 8K's
- Drafted Employment Agreements and software licensing agreements

**Partner**

1977 - 1991

*Laxalt, Washington; Finley, Kumble, Wagner, Heine,*

*Underberg, Manley, Myerson & Casey; Danzansky, Dickey, Tydings,*

*Quint & Gordon (successor law firms)*

*Washington, D.C.*

- Practiced Corporate, Securities, Commodities, Banking, International Trade, Communications, Real Estate, Tax Law and litigation support. Supervised ten attorneys
- International cliental in Germany, Argentina and Nigeria

**Chief of Opinions Section, Office of General Counsel**

1975 - 1977

*Commodities Futures Trading Commission*

*Washington, D.C.*

- Joined CFTC at inception.
- Advised and wrote Legal Opinions for the Commission.
- Wrote appellate briefs for the Office of General Counsel
- Responsible with the General Counsel for advising the Commission on
- Matters arising from Administrative proceedings.
- GS 14.

**Assistant Branch Chief and Senior Attorney**

1972 - 1975

*Real Estate Tax Shelter Branch, Division of Corporation Finance*

*Securities and Exchange Commission*

*Washington, D.C.*

- Supervised staff of nine lawyers and analysts.
- Reviewed public offerings, 10K reports, proxy material and tax sheltered registrations.
- GS 13

**Law Clerk, Honorable J. Walter Yeagley**

1970 - 1972

*District of Columbia Court of Appeals*

*Washington, D.C.*

- Briefed the judge and wrote over 25 appellate legal opinions for the Judge.
- Published West's Fed. 2nd
- GS 11

## Telecom

**President, CEO, Director**

2002 - 2010

*Unity Communications, Inc.  
Cabin John, Maryland*

- Assembled new management team and commenced a strategy for Unity to become an integrated communications provider offering paging, cellular, local, broadband and long distance on a single bill while downsizing operations.
- Successfully realized operational efficiencies while launching new growth initiatives. Consolidated 12 offices into 6 offices with 100 plus employees.
- Expanded Unity's wireless network through acquisition and expansion into three major new markets while selling off less productive assets in remote markets.
- Developed and launched bundled Wireless Emergency Mass Notification System with product developed and manufactured in Shenzhen, China.
- Implemented VOIP protocol in seven offices and initiated sale of VOIP product in six markets served by New Global Technologies.
- Launched wireline initiative to promote UNE-P, UNE and Voice over DSL products in three states as CLEC in partnership program with Network Telephone Company.
- Revamped back office operations including development of a new billing system.
- Cleaned up the balance sheet through successful settlement and litigation of pending cases and sale of assets including seven year litigation with AT&T.

**President, CEO, Director**

1999 - 2001

*YourTel Telecom Corporation and Synecom Corp  
Cabin John,, Maryland*

- Founding Chief Executive Officer and Director for emerging provider of integrated local telephone and Internet services to high-end households and small businesses.
- Developed business model combining Internet strategy with next-generation, broadband telephony platform.
- Responsible for raising seed capital.

**President, Director and 10% Shareholder**

1992 - 1998

*Optel Communications, Inc.  
McLean, Virginia*

- Shareholders sold 80% interest to joint venture partner, Teleglobe, Inc. in April 1998.
- Negotiated joint venture agreement and \$42M secured line of credit with Teleglobe, Inc.
- Operated a high capacity fiber optic submarine cable between New Jersey and Nova Scotia in joint venture with Teleglobe, Inc. Optel's 50% interest in the system capitalized at \$30M. Revenues grew to \$20M plus after 2 ½ years. All secured debt substantially retired.

**President, CEO, Director and Shareholder**

1989 - 1992

*Institutional Communications Company, Inc. ("ICC")/MFS  
McLean, Virginia*

- Managed successful "turnaround" of insolvent Alternative Local Access Provider losing \$7M a year in 1989 to \$3M positive annual cash flow at time of sale.
- Directed and expanded Sales to \$25M annual revenue at time of sale.
- Completed construction of and operated 100 plus mile fiber optic digital telecommunications network located in the greater Washington D.C. metro area with 55 employees.
- Raised additional equity and secured debt financing for the Company. MFS (now Verizon - MCI) acquired 85% stock interest for \$50M in 1991. Balance of 15% stock interest sold to MCI-WorldCom for \$60M in 1998.

### Real Estate Development

**CEO, Director, 50% Shareholder**

*BTS Development Corporation*

1979 -2011

Sanibel and Fort Myers, Florida

- Developed The Sanctuary, on Sanibel Island, a 260 unit luxury golf course community with championship golf course and clubhouse. Raised \$5M in equity and developed \$100M plus community with houses to \$2M and 72 condos.
- Acquired The Palms of Monterrey a 412 unit apartment complex for Condo conversion for \$77.7M.
- Developed Westminster Golf Club Community, in Fort Myers, a 650 unit gated community with championship golf course, clubhouse and community center.
- Developed \$15M private island yacht community and a six luxury condominium developments valued \$100M plus. Responsible for raising debt and equity and managing all projects

### Golf Club Management

**President and Member of Board of Governors**

1989 – 1999

*The Sanctuary Golf Club*

*Sanibel, Florida*

- Exclusive 353 member club (\$125,000 membership fee). Supervised 60 plus employees with a \$3.5 M operating budget.

**Director**

*Westminster Golf Club*

*Fort Myers, Florida* 1996- 1998

**Director**

*Lakewood Country Club*

*Rockville, Maryland* 2003 - 2006

### Banking

**Director, Stockholder**

1985 - 1987

*Merchant Bank of California*

*Beverly Hills, California*

- Member Executive, Loan and Compensation Committees.

**Director, Stockholder**

1978 - 1981

*Hemisphere National Bank and Capital Bank, N.A.*

*Washington, D.C.*

- Member Executive and Loan Committees.

### Bar Memberships

**Admitted Maryland (Active) and DC Bars (Active)**

1972

### Education

**LL.M. (Taxation)**

1975

**Georgetown University**

*Washington, D.C.*

**JD, top 13%**

1971

**Washington College of Law, American University**

*Washington, D.C.*

**BA, Political Science**

1968

**Michigan State University**

*East Lansing, Michigan*

## Publications

*The Resort Condominium - A Treacherous Tax Shelter*, The Journal of Real Estate Taxation, Winter 1975

*The Rise and Fall of Public Real Estate Tax Shelters*, The Journal of Real Estate Taxation, Summer 1975

*Federal Securities Aspects of the Resort Condominium*, St. John's Law Review, May 1974

## Teaching

**University of Maryland**

Robert H. Smith School of Business

Taxation

2010 - 2011